

OSS NOTICES

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ALERTS

Open Source Lunch Club (Washington Area) CHRISTMAS LUNCH/PARTY will take place at the *Tivoli* above Rosslyn METRO on 14 December 1993, with opening remarks by the Open Source Coordinator at the usual time, 1130. There is a good chance **Senator Danforth** or another Member might be our luncheon speaker; their confirmed back-ups are Dr. Jennifer Sims from the SSCI and Mr. Ken Kodama from the HPSCI, whom I have asked to brief on the language finally approved in conference for FY 93, and their expectations of OSCINT for FY 94 legislation. Cash bar will be available from 1100 to 1500. I particularly encourage our foreign Embassy friends, and our business sector to join us, and am working with the Department of Commerce to increase their involvement in our activities.

OSS "Roadshow" schedule is provided below--anyone interested in having me bring the show to their location for a day, please get in touch right away. I provide a keynote tailored to local audience, two 45 minute video extracts from OSS '93 speakers (one on policy, one on technical issues), and suggest at least two local speakers and a panel discussion be included.

The **OSS Directory** contains over 800 entries (an additional 400 members of the intelligence communities of the world have chosen the privacy option). I consolidated all public listings for both OSS '92 and OSS '93. The good news is that this is a very rich list of key people; it also includes an index by organization, and a separate listing of international press personalities following open source intelligence (OSCINT). The bad news is that it is simply too thick (printing & postage costs) to send out to everyone. If you want the **OSS Directory**, write or fax and we will send you a copy at no cost to you. Next year, however, this will become a separate publication at a cost of around \$25.00 including a softcopy (a copy will also be carried in the private access section of <oss.net> where subscribers from which subscribers can download at no additional cost).

And that leads to: **oss.net is up and running**. In December I am working on its contents and the structure of the conferencing service. Everyone--and especially those of you working in closed systems that do not allow online access--if you have a softcopy of a document pertaining to OSCINT that you want to share with members of the OSS Network or the general public (I provide free electronic storage), send it to me in ASCII on a

diskette. We will open for business 1 January 1994. I can tell you now that in addition to our library we will have a good conference arrangement, with special conferences, each moderated by a recognized international expert, on the various policy, technical, and regional or national issues that merit discussion. There will also be facilities permitting any oss.net subscriber to open their own conference. For subscription information, simply telnet to oss.net after 1 January 1994. It will have WWW, gopher, and WAIS client-server capabilities, and a responsive level of public access. Please communicate with me immediately, by email to <steeler@well.sf.ca.us>, or by fax to (703) 536-1776, if you wish to discuss content or BBS topics. For technical questions about our network, and to arrange for electronic transfer of materials, communicate with <verve@well.sf.ca.us>.

OSS '94 is underway. The JW Marriott on Pennsylvania Avenue will be the location, 8-10 November 1994 will be the dates. I am also adding a special one day event on 7 November 1993, consisting of a half-day "Foreign Acquisition Workshop" and a half-day "Foreign Competitor Intelligence Workshop", both with unlimited seating in the Grand Ballroom. Mark your calendars, set aside the funds now. The keynotes that I am going after this year include George Shultz (former Secretary of State) and Peter Drucker or Peter Senge (author of *The Fifth Discipline*). Below you will see that the Board of Advisors, in combination with the results of the returned evaluation forms, has led us in **new directions** which are appropriate to this, the third year in the six-year revolution that is affecting us all as we enter the Age of Information. Please fax me any recommendations for speakers, interest groups, or displays--include contact information.

I have been informed by a reliable source that a major national intelligence agency will not validate System Threat Assessment Reports (STAR) produced by military intelligence production facilities if they quote from an open source. The guidance my friends at the military intelligence production facility received was: either find it in a classified document, or don't use it. They asked me what to do. I suggested they write a letter to the Open Source Coordinator asking for assistance in validating the utility of open sources as a bona fide source of intelligence. Analysts who encounter this difficulty in the future should communicate with the Open Source Coordinator, Community Management Staff, Washington, D.C. 20505, and provide explicit information about cited policies and regulations which prevent the full exploitation of open sources in the production of all-source intelligence.

I've noticed several products that provide foreign telephone numbers but fail to provide country codes--this is also noticeable on faxes, letterhead, and business cards. If you are producing something with foreign telephone numbers, be sure to provide the country codes and to drop the zeros in front of the city codes (except for those few countries that actually use the zeros for incoming foreign calls also). Also helpful in global directories would be a time zone map, and inclusion of time differential from GMT and EST in the header for country sections.

INTRODUCTION

Welcome to the OSS Network, and to the beginning of Year Three in the Reinvention of Intelligence.

Of the 808 individuals attending OSS '93, close to 500 were new members, bringing our network total to roughly 1,200. This coming year for OSS Inc. is going to be characterized by both a major expansion in membership, and significant media exposure. Following the advice of the Board of Advisors, the **newsletter** will be launched as a membership vehicle in its own right, with hopes that we will pick up another 1,000 or so individuals that cannot travel to the annual symposium.

The establishment of <oss.net> is another major threshold that will make OSCINT, the information commons, the information continuum, and national knowledge strategy household words in cyberspace--there is no limit to the number of subscribers we might pick up there.

Finally, my **international "roadshow" of one day national seminars** (see Forthcoming Events) should significantly deepen our relations with both government and private sector representatives in other countries. As noted in Alerts section, if you would like to have me bring the one day seminar to your location, please give me a call and suggest dates.

On the **media** side, with a little help from the Tofflers and from the 60 media personalities from around the world that follow OSS Inc. activities, we are already seeing a solid pattern of international radio interviews and television appearances. The latest is especially welcome: on 6 December 1993 the U.S. Information Agency (USIA) films a segment of **WorldNet** at my home office, at the home office of our Director of Administration Zhi Hamby,

and at the offices of two of our most important clients, Jane's Information Group and Oxford Analytica, Ltd. The show will highlight the emergence in the U.S. of "virtual" corporations such as OSS, Inc., which is now well-established as an information "metabroker" (brokers of brokers), able to bring foreign clients together with U.S. private sector intelligence and information collectors and producers, and U.S. private sector consumers of information together with foreign collectors and producers of intelligence.

This is the year in which we **start serious brokering** between those who want to buy the best OSCINT available, and those--including my very capable Corporate Sponsors and Supporting Organizations--able to provide a full range of privatized intelligence services at a lower cost, in less time, with greater effectiveness, than traditional classified intelligence sources & methods. On the government side, we will focus on U.S. and foreign government consumers of intelligence who might find OSCINT more responsive to their political and policy requirements. On the private sector side we will focus on

We are **entering year three of the revolution**. Year one was "denial". Year two was "grudging recognition of a problem". Year three is going to be the year in which those outside the traditional intelligence community--to include the traditional consumers of national and defense intelligence as well as the business community--mobilize and come to grips with the fact that they are not well-served by existing intelligence capabilities. In year four there will be a demand for legislative action and the realignment of resources; in year five governments, acting in concert with their private sector, will establish vehicles for orchestrating national access to an unclassified electronic "information commons" (at the same time that they revitalize clandestine and technical capabilities); and in year six there will be a settling, as the various elements of the new "virtual" intelligence community in the U.S. and around the world reach an accommodation with one another. This is my vision.

"Word of mouth" has proven to be the very best means of attracting exactly the right people into the OSS Network--please, pass copies of this newsletter on to others whom you believe would benefit from our joint efforts.

FORTHCOMING EVENTS

7-9 December 1993 Anaheim, California

Defense Scientific and Technical Information Applied to National Needs: Contributions from DoD Information Analysis Centers Program. Sponsored by the Defense Technical Information Center, this program appears very well laid out and of importance to defense scientific & technical intelligence analysts and their managers. There are no restrictions on foreign participation. Advanced registration is \$75.00, at the door is \$100.00. Offered concurrently with **Technology 2003**, with free access to those exhibits for conference participants. Credit cards accepted. For additional information call (313) 994-1200 ext 2881/2821, or fax (313) 994-5550.

6-9 December 1993 New York City, New York

INTERNET WORLD '93 and DOCUMENT DELIVERY WORLD '93 are organized by the publisher of *Internet World* (see Magazines & Newsletters section). This series consists of a day of pre-conference workshops priced at \$95 each until 23 November, \$125 after; a two day conference priced at \$325 until 23 November, \$355 after; and a day of post-conference workshops (same prices as pre-conference). Unlike INET '93, which is organized by The Internet Society and focuses on the technical details of the global grid, this conference focuses on practical commercial uses, limitations, and capabilities, and for that reason I recommend it. To receive a copy of the registration package, which contains excellent detail, call (800) 632-5537 or (203) 226-6967 and leave your name and address, or fax same to (00) 858-3144 or (203) 454-5840. You can also send email to <meckler@jvnc.net> or mail to MECKLER Conference Management, 11 Ferry Lane West, Westport CT 06880.

7-9 December 1993 London, England

Online/CD-ROM Information '93, organized by Learned Information (Europe) Ltd. This is one of the "top ten" international information conferences, and one that the "leading lights" of the U.S. information industry always attend. Cost is around \$650 if you attend all three days, \$300 if you attend one day only. There are also satellite events. Entry into the exhibits area, one of the largest in the world, is free. This event needs to be evaluated in detail

and on its merits. For a copy of the complete program, call +44 865-730275, or fax +44 865 736354.

9-10 December 1993 Lund, Sweden

1993 Symposium on Business Intelligence and Security Teaching in Universities. Co-sponsored by the Lund University School of Economics and Management, and by the Economic Research Institute of Sweden. Stevan Dedijer, a speaker and honored guest at OSS '92 (and host of a panel at OSS '93) is a strong influence on the content of this event. ((I have been invited to give a presentation on the state of OSCINT theory and practice, and will be attending.)) For additional information and registration, communicate with Dr. Stevan Dedijer, Department of Business Administration, School of Economics and Management, Lund University, Post Office Box 7080, S-220 07 Lund, SWEDEN. Voice: +46 46 1078 06, Facsimile +46 46 10 44 37. INTERNET <Stevan.Dedijer@fek.lu.se>

14 December 1993 Washington, D.C.

Open Source Lunch Club (Washington Area). See Alerts section. This lunch is completely open--foreign embassies and corporations are warmly invited to join US government, private sector, media, and legislative personnel.

11 January 1994 Washington, D.C.

Open Source Lunch Club (Washington Area). 1130-1300 at the Tivoli above Rosslyn Metro. Guest speaker to be determined..

23-25 January 1994 Dallas, Texas

INFOTECH '94 is billed as "The Technology Conference for Information Professionals". It is sponsored and organized by the Special Libraries Association and others. Special full-day courses on copyright law, the INTERNET, and emerging technologies are offered on the 23rd, and then there is a pot-pourri of seminars over the next two days. For a copy of the agenda and registration materials calls (202) 234-4700, fax (202) 265-9317, or send email to <SLA1@CAPCON.NET> Subject Line: InfoTech '94 for what is probably an automatic email reflector.

31-02 February 1994 NETHERLANDS

*****OSS National Seminars*** (Tentative Dates).** Government point of contact TBD. Fax me if you are interested in attending this session, or have friends in Holland who would be interested.

03-05 February 1994 SPAIN

***** OSS National Seminars*** (Tentative Dates).** Meetings are planned in Madrid and Valencia. Private sector point of contact is Mr. Fernando Palop at voice +34 6 351-0421, fax +34 6 394-2174.

06-08 February 1994 SWEDEN

*****OSS National Seminars*** (Confirmed).** Meetings are planned in Stockholm and Lund. Government point of contact is Mr. Lars Nicander at voice +46 8 706-3853, fax +46 8 706-3868. Point of contact for Lund is Dr. Stevan Dedijer, voice +46 46 107806, fax +46 46 104937.

10-11 February 1994 UNITED KINGDOM

***** OSS National Seminars*** (Confirmed)** This will be the preliminary meeting, primarily for government principals; I will however be available for site visits and get together with others if desired. Government point of contact for meeting morning of 11th is Captain Patrick Tyrrell, RN, ACDS(CIS) MOD, voice +44 71 218-6232, fax +44 71 218-7833. For other meetings, please call me or fax me.

03-06 March 1994 CALIFORNIA (BAY AREA)

*****OSS National Seminars*** (Tentative Dates).** Point of contact is our Vice President for West Coast Operations, Dr. Ron Sherwin, at voice/fax (408) 625-9522.

07-11 March 1994 JAPAN

*****OSS National Seminars*** (Tentative Dates).** Point of contact is Mr. Joichi Ito, at voice (415) 854-5091, fax (415) 854-5093, email <jito@netcom.com>.

12-16 March 1994

SINGAPORE

*****OSS National Seminars*** (Tentative Dates).** Government point of contact TBD. Fax me if you are interested in attending this session, or have friends who are. Am also considering a Hong Kong and a Taipei stop--would appreciate your passing this information on to friends there.

17-21 March 1994

AUSTRALIA

*****OSS National Seminars*** (Confirmed).** Meetings are planned in Sydney, Brisbane, and Canberra. Point of contact for Sydney and Brisbane, and our representative in Australia, is Mr. Winston Maiké at voice +61 7 368-3886, fax +61 7 368 4969, email <infos@peg.apc.org>. Point of contact for Canberra meeting is Mr. Tim Conway at voice +61 6 295-7846, fax +61 6 239-6743.

22-24 March 1994

Tysons Corner, Virginia

Advanced Information Processing and Analysis Steering Group (AIPASG) of the U.S. Intelligence Community, will repeat its annual conference focusing on analytic tools and the supporting technologies as they apply to the intelligence analyst's information processing environment. Numerous papers will be presented, as well as displays. This symposium is funded by the U.S. government; the call for participants will be released in the Fall of 1993. For a personal copy of their announcement, communicate with Mrs. Susan Parker at (703) 351-2635. NOTE: I consider this consistently superb conference to be the "tools" precursor to OSS '94, just as the NASA/NAIC/FBIS Gray Literature Workshop is the "sources" pre-cursor.

01-05 May 1994

ISRAEL

*****OSS National Seminars*** (Confirmed).** Point of contact, and our representative in Israel, is Mr. Moshe Barnea at voice/fax +972 3 549-6392.

06-08 May 1994

FRANCE

*****OSS National Seminars*** (Tentative Dates).** Point of contact, and our representative in France, is Mr. Samuel Mercier at voice +33 1 42 27

2043, fax +33 1 44 15 9338.

09-13 May 1994 ITALY

*****OSS National Seminars*** (Tentative Dates).** Meetings are planned in Rome and Milan. Point of contact, and our representative in Italy, is Dr. Alessandro Politi, at voice +39 6 322-4363, fax +39 6 322-4363.

NOTE: If there is any interest among the **African nations**, this is the timeframe within which I could plan a visit, with June as the alternative month.

10-12 May 1994 New York, New York

15th National Online Meeting and IOLS '94 (Integrated Online Systems 1994). First meeting, all three days, is billed as "Online's Second Coming". Second meeting is 11-12 May only. *Call for Papers deadline is 30 January 1994.* Rather than my try to summarize, recommend you communicate your general interest to National Online Meeting, Learned Information Inc., 143 Old Melton Pike, Medford, NJ 08055. Voice (609) 654-6266, facsimile (609) 654-4309.

22-24 March 1994 UNITED KINGDOM

***** OSS National Seminars*** (Tentative Dates)** These will be the formal one day sessions open to the broadest possible audiences. In addition to London, I am going to try for a meeting in Glasgow to accommodate the Defense Research Information Centre. Government point of contact is Captain Patrick Tyrrell, RN, ACDS(CIS) MOD, voice +44 71 218-6232, fax +44 71 218-7833. DRIC point of contact is A. B. Smith, voice +44 41 224-2435, fax +44 41 224-2470.

28-30 May 1994 CANADA

*****OSS National Seminars*** (Tentative Dates).** Canadian government point of contact is Mr. Tim Smith, voice (613) 782-0490, fax (613) 782-0468.

22-25 May 1994

San Antonio, Texas

IRMA '94, "Managing Social and Economic Change with Information Technology". Sponsored by the Information Resources Management Association, this is an international conference primarily oriented toward managers of information resources, databases, and end-user requirements. Deadline for proposed papers is 21 January 1994. Send inquiries to Mehdi Khosrowpour, DBA; IRMA, 4811 Jonestown Road, Suite 230, Harrisburg, PA 17109. Voice (717) 948-6344, facsimile (717) 652-7794, INTERNET <MIK@PSUVM.PSU.EDU>.

31 May - 2 June 1994

Paris, France

IDT '94, "Information Management for Company Excellence", will pursue three sub-themes: a) the company and the management of information; b) organizing the information market; and c) adapting the information supply to the needs of the company. IDT '93 had around 600 people and 100 exhibits from day to day. I note with great interest that the newly revised program includes emphasis on the distinction between technical, economic, and strategic information; on information pricing principles with case studies;; and on new network and access technologies and capabilities including related commercial policies. Although deadline for call for papers was 1 October, members of the OSS Network should consider submitting late proposals. For additional information communicate with ANRT-IDT '94, 101 avenue R. Poincare, 75116 Paris, France. Voice 33 1 45 01 72 27, facsimile 33 1 45 01 85 29.

DTBD June 1994

Prague, Czechoslovakia

INET '94, "INTERNET World Conference". Those of us employed by the U.S. government had better start early on the clearance from travel process. I will attend.

18-22 September 1994

Chambery, Savoy, France

Committee on Data for Science and Technology of the International Council of Scientific Unions (CODATA), "Data and *Knowledge in a Changing World: The Quest for a Healthier Environment". This, the 14th International CODATA Conference, will be

organized around sessions in the area of scientific and technical data challenges in the traditional sectors of industry, physics, and chemistry as well as bio-, geo- and space sciences. There will be three main symposia: environment, materials, and communication, each seeking to identify interdisciplinary problems and highlight crucial research needs and solutions. **Deadline for call for papers is 1 October 1993.** To obtain program details for this 1994 conference, communicate with Mme. P. Glaeser, Executive Director, CODATA Secretariat, 51 Boulevard de Montmorency, 75016 Paris, France. Voice +33 1 452 50 496, Facsimile +33 1 428 81 466, Email codata@paris7.jussieu.fr. I plan to attend and am looking for a sponsor (expenses only) who would receive a detailed trip report including points of contact and capability evaluations.

8-10 November 1994 Washington, D.C.

The Third International Symposium on "National Security & National Competitiveness: Open Source Solutions" will take place at the JW Marriott on Pennsylvania Avenue in Washington, D.C., two blocks from the White House. Please mark your calendars, earmark funds, and tell other colleagues. NOTE: There will be a strong sub-theme on remote sensing and geographic information systems as the foundation for near real time all-source automated data fusion and dissemination. For more details see report from Board of Advisors meeting, below.

PUBLIC STATEMENTS

Open Source Lunch Club (Washington Area)

On 14 September 1993 Paul Waller, the Director of Central Intelligence's Open Source Coordinator, opened the lunch, as is now our custom, with a brief report on progress in open source matters within the Intelligence Community. Mr. Bruce McConnell, Chief of Information Policy at the Office of Management and Budget provided an advance look at forthcoming initiatives from the Vice President. A couple of highlights:

Bruce noted that the core organization of the Administration's Information Infrastructure Task Force remained stable, and includes three major committees with citizen and corporate advisory participation:

- Telecommunications Policy Committee (chaired by Commerce)
- Information Policy Committee (chaired by OMB)
- Applications Committee (chaired by Commerce NIST)

The Administration's vision of the National Information Infrastructure (NII) is a system that allows citizen access to information when and where they want it at a reasonable cost. The NII will be designed, built, owned, and operated by the private sector. Government's role is to create a legal, regulatory, and policy environment that will enable the private sector to create the NII.

In response to a question Bruce noted that "content" is an issue that is not being ignored by the Administration, and that "content" is one of those issues that merits scrutiny in the future. There is a pending debate over what the role of the government should be in subsidizing or organizing "content".

NOTE: I believe the government should facilitate the ability of the private sector to push content into the information commons, but that the government should absolutely not get into the business of serving as a content clearinghouse. In fact, I believe that unclassified information collection, processing, analysis, and dissemination should, by definition, be in the private sector to the fullest extent possible.

On 12 October we had the pleasure of listening to both Robert Korte, Deputy Open Source Coordinator, and Catherine Eberwine, Professional Staff of the House Permanent Select Committee on Intelligence.

Robert made three points in his opening remarks: that the National Air Intelligence Center (NAIC) at OSS '93 was representative of the open source service agency approach being adopted by the U.S. intelligence community; that the Office of the Open Source Coordinator was now embarked on a review of the 1995-1999 program, with some possibilities for realignments of funds; and that progress was being made on establishing INTERNET nodes useful to intelligence community analysts.

Catherine, speaking for Ken Kodama who had a family situation requiring attention, conveyed praise from the HPSCI Staff for the efforts of the

Open Source Coordinator--there is a perception within the HPSCI that Paul Wallner and his staff have done a good job of tracking issues. The HPSCI also recognizes that there are **restraints on open source exploitation** because of budget-driven considerations.

Catherine also highlighted what is the most difficult issue facing the intelligence community, the issue of disseminating or sharing with the public such open source information as it acquires at taxpayer expense. The HPSCI view at this time is that it is fine for the intelligence community to collect and integrate open sources into their all-source production, but that the funds are not there to support any kind of architecture which would permit the dissemination of open source intelligence to non-traditional consumers of intelligence.

With respect to economic intelligence and environmental intelligence, Catherine raised two important points:

- With economic intelligence the HPSCI view is that there is a need to sort out what is the value-added analysis that the intelligence community can provide, with emphasis on classified sources & methods; and

- With environmental intelligence, the HPSCI view is that while the Environmental Protection Agency has clear and valid need for unclassified analysis, this is not an intelligence community function--the HPSCI does not have any sense of who should be doing unclassified intelligence analysis.

Catherine concluded by speculating personally that the time may have come for a consortium able to provide unclassified intelligence services to government and private sector parties able to contract for these services.

Third Annual Foreign Acquisitions Workshop on **"Improving Access to Foreign Gray Literature"**

NASA, FASTC, and FBIS did a good job of putting this workshop together, and with a little help from the OSS Network, managed to fit just over 200 people in a room intended for 150. Next year they will have more space. I was delighted to serve as the "vision" speaker over lunch the first day; a transcript of my remarks is in Volume I of the *Proceedings* or available on request. The range of speakers covering grey literature available from

international organizations and foreign countries was excellent. John Wilson did a super job of getting the right people on to the podium.

I was the luncheon speaker on the first day, and addressed a variety of topics; a transcript of my speech is included in Volume I of the *Proceedings* for OSS '93.

One of the highlights for me was Paul Peters, Executive Director of the Coalition for Networked Information, speaking on "Where Networking Technology is Taking Us". I have asked him to be a speaker at OSS '94, continuing the theme established by Bob Kahn at OSS '92 and continued by Vint Cerf at OSS '93. Among his comments:

- Networks can automate old strategies and processes or they can transform ways of doing business with new strategies and processes.

- Fundamental shifts in thinking are required if we are to realize the full potential of the INTERNET.

- There is more substance to the INTERNET that most people (including myself until I heard him) realize: file transfer protocols constitute a much greater percentage of INTERNET traffic than email--Gopher is the 7th greatest user of the INTERNET.

- INTERNET is a subset of the total electronic arena; of the 47,000 sub-nets there are only 15,000 hooked in to the INTERNET.

- Government investment is roughly 1/30th of the total investment in the INTERNET and related activities. (NOTE: I find this especially interesting because it suggests that under a new paradigm, a government intelligence budget of \$10 billion could be integrated with a "virtual" intelligence community budget in the private sector of \$300 billion.)

- Investment is shifting from the network supply side to network demand side, with individual users and researchers taking greater roles in defining the capabilities of the INTERNET through applications development.

- 1986 establishment of NSFNET was the "big bang" that created cyberspace; credit where credit is due (I will ask NSF to provide a speaker for

OSS '94).

-- INTERNET has a cultural dimension. It is going through the same kind of growing pains that new nations go through. Now is populated largely by hunters and pioneers, nomads while small groups settlers and farmers are beginning to emerge.

For a copy of the collected biographies, abstracts, and slides, if available (some restrictions may apply), communicate with Mr. John Wilson, NASA S&TI at (703) 271-5625.

Association of Information and Dissemination Centers:

"Information Distribution in the 1990's:

Technology, Marketing, and Strategic Alliances

Around sixty of the "leading lights" of the information industry met 3-5 October 1993 in Newport; they lived up to their reputation. Anyone in the audience could have been on the podium. This is the kind of meeting where a principal from the top U.S. intelligence activities devoted to OSCINT could usefully spend time. Now here is what I learned: they don't want to have anything to do with the U.S. government, and have absolutely no interest in earning more money by taking on OSCINT collection, processing, analysis, or dissemination tasks from the community. The bottom line: the U.S. government is too hard to deal with, has too many procurement regulations, and is too unpredictable as a client. We have a long way to go before the private and public sectors can reinforce one another in any meaningful way.

Second International Symposium on

National Security & National Competitiveness:

Open Source Solutions

808 individuals from around the world (over 32 countries) and from all major elements of the U.S. intelligence community as well as its supporting private sector partners, participated. The KGB panel, which I know caused a few people some concern, was ranked 13th within the 26 speakers or panels, and the room was packed. I respectfully suggest that this vindicates my judgement in taking this risk. For those who were forbidden to attend this session, or forbidden to attend the entire symposium because of this panel's inclusion, I would be happy to loan video-tapes of OSS '93 as a courtesy.

An order form for Volume II of the *Proceedings*, containing speeches and viewgraphs from all speakers as well as additional papers, is included at the end of this newsletter, and can also be used to order our OSS '92 publications and videotapes, and our OSS '93 videotapes.

Volume II will also include a complete copy of the report from our Director of Administration on results of the almost 200 evaluations received from participants. I am very appreciative of the effort that went into answering those evaluations. For the results of our Board of Advisors meeting, and the directions we have charted for OSS '94, see below.

Hacker's 9.0 at Lake Tahoe

Only hackers would go to Lake Tahoe to sleep most of the day and talk all night. And that is exactly what Glenn Tenney, Mike Godwin, and I did right after OSS '93. It was great--there was even someone from the White House, Tom Kalil from the National Economic Council. The one idea I came away with, having ignored "pretty good privacy" (PGP) and public encryption issues all these years, is that maybe there is a place for originator authentication in cyberspace. As one authority noted (Fen, below), "Encryption holds the keys to democracy: information is worth more if signed (authentication). Indeed, it may be dangerous to carry anonymous information....Without encryption, the system could be co-opted, and trust would be lost". Some of the world's leading experts in these matters attend the annual "by invitation only" Hacker's Conference, and I want to mention two of them here should anyone wish to correspond with them:

-- Arthur Abraham can be reached at Abraham, Hughes, an informatics partnership, 6575 Oakwood Drive, Oakland, CA 94611, voice (501) 339-1748. If you want to develop a national or organizational encryption capability without investing in hardware, this is the fellow that can make it happen.

-- Fen Labalme is owner of Broadcast Technologies, which does personalized secure information gathering and filtering. He can be reached at 40 Carl Street, #4, San Francisco CA 94117, voice (415) 731-1174, email <fen@comedia.com>.

Anyone interested in hiring world-class hackers for specific tasks which are inherently legal and ethical, please get in touch with me.

OSS Inc. Board of Advisors

On 9 November 1993 twenty-five stalwarts met to hear the report on the evaluations, and to provide me with guidance for OSS '94. Here are the highlights of our agreed upon directions for next year's symposium:

a) The program over-all will be shifted away from an exclusive emphasis on government intelligence as a market for open source intelligence services and products, and toward a global market, with special focus on decision-support to the American Workplace, and the transfer of intelligence methods and technologies to the private sector. Strong sub-themes on economic and cultural intelligence will be integrated into the program.

b) Four additional audiences will receive special direct mail attention during the forthcoming year: government consumers of intelligence interested in commercial alternatives to classified intelligence, especially in the economic intelligence arena; the law enforcement community including INTERPOL; the global banking community and especially investment bankers; and domestic enterprises, especially small and mid-size companies just entering the global economy and without an internal research or competitor intelligence division..

c) In keeping with numerous comments in the evaluations, we will shift from "descriptive" to "prescriptive", from "who & what" to "how". Five half-day tracks are envisioned at this point:

- 1A Policy & Strategy Overview
- 1B Government & Industry Status Reports
- 2A Collection Methods and Tools
- 2B Processing Methods and Tools
- 3A "Hands On" Workshops
- 3B Separate National Sessions (Optional)

d) With respect to displays, I am going to increase our space to accommodate up to 60 displays together with cocktail-type seating scattered through-out the display area, and--responding to clear majority preference in the evaluations--ask vendors to attend to their displays all day, not only during the times when the plenary session is shut down. I will also encourage all vendors (and government exhibitors) to configure their spaces for hands-on

demonstrations, and will provide "User Group" space for any vendor prepared to set up several workstations at which participants can test online search strategies (to include CD-ROM libraries and direct INTERNET access).

e) In the administrative arena, I will strive for a major improvement in audio-visuals, add a few more Q&A periods as well as a special room for off-line follow-up with each speaker, try to find free parking as well as convenient METRO access; will eliminate smoking from the foyer (but provide a designated smoking room convenient to the plenary session), consolidate laptop power lines in one corner of the room, increase size of names even more, and publish badge symbol meanings in the schedule booklet.

I am enclosing two pages from the evaluation for information, at the end of this newsletter. The entire evaluation, with all substantive comments reproduced faithfully (it makes for great reading!) is included in Volume II of the *Proceedings*.

National Military Intelligence Association

The NMIA (whose Board of Directors first encouraged me to proceed with OSS '92) hosted a one-day session on 15 November to review developments in U.S. intelligence. The most interesting speaker was Rich Haver, Director of the Community Management Staff. He spoke about OSCINT as a model for eliminating the middle man by putting tools in the hands of users to connect them directly with sources, with obvious cost-savings. He also noted that after a two-year study of (U.S.) intelligence community needs, the conclusion has been reached that other arms of the government and the private sector cannot meet those needs, and therefore the U.S. intelligence community is developing its own "less costly" in-house architecture and capability. He noted two elements of his concern for the future of U.S. intelligence: first, that it must get much more efficient, that 10-15% savings are not enough; and second, that existing spending patterns, which must of necessity continue for another two to three years until contractual and policy changes can be effected, are under-investing in the future.

Marine Corps Military Society (Quantico Chapter)

The Marine Corps Military Society sponsored a wargame on 4

December 1993, in which a Marine Corps major general with deep experience in humanitarian operations on a grand scale helped us understand Somalia and--in passing--the limitations of intelligence in support of operations in Somalia. I also learned, as a participant in the game (playing, with Bill Lind, the role of UN Military Commander) how my own intelligence requirements could not be met by either privatized open sources of intelligence, or formal U.S. intelligence community products. Recognizing that my comments are generalizations and unclassified, I never-the-less consider a few observations worth sharing:

First, it was very helpful to me to be able to obtain, within 24 hours of request, the following open sources: a tailored report from Jane's Information Group (*Sentinel*) including a map showing clan regions and a rough order of battle for each clan as well as a precis of all articles on Somalia published by JIG publications in the past several years; the pertinent Country Report from the *Economist* Intelligence Unit; and a tailored report from Oxford Analytica which brought together their reports over time on Somalia, the United Nations, and U.S. Foreign Policy. With these materials in hand for rapid orientation, my "Essential Elements of Intelligence" (EEI) to the Marine Corps Intelligence Activity (MCIA) were far more pointed and effective than if I had been starting from scratch. *Using open sources for orientation purposes, as a preliminary to tasking classified systems, may be the single smartest thing an operator can learn to do....and we in the intelligence community should encourage this pattern.*

Second, there were four areas where both open sources and the unclassified materials from the MCIA, simply did not have good "off the shelf" material:

a) Very limited coverage of who specifically the individual players were in each warlord faction, clan, and sub-clan, nor what their equities or plans and intentions were, nor how to get hold of them (even though some have identifiable cellular telephone numbers, I would have expected at least a location for their primary village, what have you. Intelligence products, not just for the military but also for business, need to rapidly orient the consumer as to who their counterparts are, what they want, and how to get hold of them to begin discussions. This also hold true for critical civilian functions, such as keeping the port operating, running the water plant, and so on.

b) Very limited coverage of the underlying political agendas and prejudices, of the political "baggage" carried by each player (e.g. the Egyptian Secretary General of the UN completely distrusted by all in Somalia because of Egypt's history with Somalia; the attitudes of the Somalis toward the UN's Nigerian element because of where the deposed President had gone into exile; the reasons why Pakistan milks such peacekeeping opportunities; why US commanders were unwilling to carry out UN directives to disarm the population at large; the Italian equities in terms of restoring Somalia as their primary exporter of agricultural products; and the possibilities for substituting the Organization for African Unity instead of the (mis-trusted) UN as the principal architect of a sustainable peace.

c) No sense at all of the enormity of the logistics and engineering challenge, and in particular the incredible investment that was required by US forces to enhance road and dirt airstrips in order to accommodate non-governmental organizations' deliveries; and finally

d) While inter-agency (non-governmental) competition and corruption were mentioned by one product, the very large number of NGO actors, their leading personalities, their various agendas and constraints in terms of dealing with US and other military as well as international military, simply did not show up. It occurred to me that we really need to redefine what we mean by "order of battle" and start including civilian OOB, civilian biographics, and so in our product mix--and much of this can be out-sourced to the private sector, to include special reports from the media which can then be resold.

I take the trouble to summarize my (very rewarding) experience as a participant in this game because it drove home, again and again, the facts that a) the existing intelligence structure simply does not "compute" cultural and civilian or paramilitary orders of battle and other essential information; and b) the US operators found that they did better if they went and got it themselves.

SITE VISITS & PRODUCT REVIEWS

Economist Intelligence Unit

I visited the New York offices of the *Economist Intelligence Unit* in August, and had an opportunity to personally review a variety of their products as well as speak with members of their analytical staff. I consider their

products, and the expertise of their analysts, essential building blocks for anyone requiring political and economic risk assessments, as well as forecasts of demographic and other considerations likely to affect business as well as government to government relations. Their quarterly country forecasts include an executive summary and key indicators. Their country risk service, cross-border monitor of global issues, and regional newsletters are all worthy of scrutiny by intelligence community and corporate intelligence analysts who wish to take advantage of existing high-quality information before conducting their own value-added integration of classified or proprietary information. For a catalogue, or to discuss their services (which include soft copy delivery), call Cathy Shelton at (212) 554-0600, fax (212) 586-1182, or write to her at *Economist Intelligence Unit*, 111 West 57th Street, New York City, NY 10003.

Find/SVP

During the same trip I also received a complete tour of the extensive New York offices of Find/SVP, a worldwide consulting and research firm whose parent company is French. SVP is short for the French words "if you please". This is a world-class research service, but it is important to understand that its focus is on collecting existing articles, not on providing integrated analysis. Although they do have a very fine strategic research division that does analysis, this is not the "core" of their business. I was impressed by the way in which they mix in-house topical experts with online research and an extensive network of ad hoc consultants, and would definitely look to this organization to do some first-cut collection of information for any analysis project I might undertake. They also have a rich library of published reports which are available for purchase. One report that caught my attention: *Exploiting Government Technology for Profit*, Winter 1993, \$1050, "provides a guided tour of federal labs in U.S. Departments of Defense, Energy, Commerce, Transportation, Agriculture, Health & Human Services, Environmental Protection Agency, NASA, and more". They also advertise products produced by others--their international business section, for instance, lists the *1993 Worldwide Government Directory* produced by Worldwide Government Directories, Inc., formerly Belmont Publications. Their business and marketing reference section is especially worthwhile, and includes the *U.S. Sourcebook of R&D Spenders* (\$325), the *Corporate technology Directory* (\$495), *FINDEX*, a directory of 14,500 abstracts of available off-the-shelf market research (\$325), and the *Information Marketplace Directory* (\$195).

There is also a good section on competitor intelligence, including the three volume set on *How to Find Information About Companies* (\$395 per volume).

I am in the process of developing a special marketing plan intended to make Find/SVP resources, including their famous "ask any question over the telephone" service, available to U.S. government agencies and others not already familiar with this capability. Please call me if you wish to be included in a larger arrangement which will also guarantee anonymity to those asking the questions. If you prefer to deal with Find/SVP directly, call Joseph Cositore, Vice President for Business Development, at voice (212) 645-4500, or fax (212) 727-3477.

Monterey Institute of International Studies

On 17 August 1993, in conjunction with my trip to the Naval Postgraduate School, I was able to visit the Monterey Institute of International Studies (MIIS). Three observations merit communication to the OSS Network:

First, their **Program for Nonproliferation Studies** is a world-class "one-stop-shop" for open source information concerning nuclear/missile-related proliferation. Dr. William Potter directs this program with 16 full-time staff and an army of graduate students writing abstracts for the databases, which now contain over 12,000 abstracts. 130 publications are systematically searched, including all FBIS/JPRS publications, numerous Russian-language publications, and some very interesting "grey literature" coming out of South Asia. For more information, contact Chris Fitz at voice (408) 647-4193, fax (408) 647-3519, email <MIISCRES@pandora.sf.ca.us>.

Second, they are working hard to establish a **Center for International Trade**. Among the Center's responsibilities will be the systematic collection of open source intelligence on critical technologies and--at my suggestion--critical manufacturing choke points for each of those technologies (e.g. the resin factory in Japan). For more information on the Center, contact Mark Huckelbridge at voice (408) 647-3581, fax (408) 647-4199.

Third, I was very impressed by the excellent relationships which have been established between the Office of Naval Intelligence and the Naval Postgraduate School on the one hand, and the Naval Postgraduate School and

the Monterey Institute of International Studies on the other hand. This trilateral arrangement is clearly a prototype for institutionalized out-sourcing of selected open source intelligence missions which can harness both military students and civilian students with very special linguistic and cultural qualifications.

Consortium for International Earth Science Information Network (CIESIN)

This private non-profit organization focuses on global environmental change, but has a unique approach which supports improved access and integration of physical, natural, and socio-economic (including demographic) information across agency missions, scientific disciplines, and mediums of data storage. This is a diversified and capable organization which provides both human and electronic network services, including cataloguing of existing data, analysis, the production of information guides, and communications services. Perhaps their most important role is as the focal point for building an information cooperative among international organizations which collect, process, and disseminate sub-sets of relevant multi-media multi-lingual data. They have produced a sophisticated and informative package that is well-worth examination by each member of the OSS Network interested in global change. Communicate your interest to Mr. Robert J. Coullahan, Director of Government and International Programs, CIESIN, 1825 K Street, N.W., Suite 805, Washington, D.C. 20006. Voice: (202) 775-6606, fax (202) 775-6622.

REFERENCES

Articles

The Information Infrastructure Task Force has published *The National Information Infrastructure: Agenda for Action* (15 September 1993). Essential reading for anyone interested in the future of U.S. national information policy and practice. Although the Vice President's staff continues to studiously ignore the multi-billion dollar classified information community, there is no doubt in my mind that within the year we will see the Vice President convene a meeting of the Secretaries of Commerce and Labor, the Director of Central Intelligence, and selected others to discuss how best to meet the needs of the U.S. government as a whole, and the American Workplace in general, for open source intelligence. To obtain a copy of this

document write to NTIA NII Office, 15th Street and Constitution Avenue, N.W., Washington, D.C. 20230, or call (202) 482-1840, fax (202) 482-1635, email <nii@ntia.doc.gov>.

RAND has produced a very interesting paper, **"North American NGO Networking on Trade and Immigration: Computer Communications in Cross-Border Coalition-Building"**. As I was reading this document, whose major sections include commentary on the rise of global civil society, global computer networks, cross-border coalition building, and networking the future of North America, it occurred to me that the intellectual and technical foundations for a global intelligence network--international burden-sharing in the open source intelligence arena--are in place now. For a copy of this paper, write to the author, Howard H. Frederick, at the Department of Politics and Society, University of California at Irvine, Post Office Box 94653, Pasadena, CA 91109, or call (818) 568-0994, email <hfederick@ign.apc.org>.

Books

The Society of Competitive Intelligence Professionals has published a fine collection of articles, edited by John E. Prescott and Patrick T. Gibbons, ***Global Perspectives on Competitive Intelligence*** (SCIP, 1993). Major sections covers competitive intelligence in developing and developed countries, the role of technology, tools and techniques, and behavioral issues. ISBN 0-9621241-1-7, \$24.95. Write to SCIP at 1700 Diagonal Road, Suite 520, Alexandria, VA 22314

Stevan Dedijer has published ***A Heteroglossary for Business Intelligence and Security Innovation*** (August 1993). It is a useful starting point for defining common understandings of intelligence-related terms used by the various national intelligence communities, and their private sector counterparts. To obtain a copy of this 57 page document, communicate with Dr. Stevan Dedijer, Department of Business Administration, School of Economics and Management, Lund University, Post Office Box 7080, S-22007 Lund, Sweden, voice +46 46 10 70 00, fax +46 46 10 44 37.

Reva Basch, an internationally recognized information broker (and a member of the Whole Earth Review/WELL family) has published an edited work that is receiving very high marks, ***Secrets of the Super Searchers: The Accumulated Wisdom of 23 of the World's Top Online Searchers***. This is a

serious book that addresses everything from the pre-search interview to knowing when the search is done. As noted by Barbara Quint, editor of *Searcher* in her review, "Two great commonalities dominate all the supersearchers interviewed--a zest for the search process and a passion for informing." The authors are the "Top Guns" on the online world. To order (\$34.95) write to Online Inc., 462 Danbury Road, Wilton CT 06897-2126, or call (203) 761-1466, fax (203) 761-1444.

The Information Industry Association has published a useful spiral bound monograph on "Serving Citizens in the Information Age: Access Principles for State and Local Government Information". To obtain a copy write to the IIA at 555 New Jersey Avenue, N.W., Suite 800, Washington, D.C. 20001.

Carl Malamud's *Exploring the Internet: A Technical Travelogue* (PTR Prentice-Hall, 1993) ISBN 0-13-296898-3, is a great read. I picked this up at INET '93 and found it to be an absorbing guided tour of the people and places that actually comprise the foundation for that portion of cyberspace called the "Internet". The author traveled around the world three times, visiting every manner of facility. Among the most impressive national achievements: Singapore. Anyone responsible for helping their nation or their organization compete in the Age of Information needs to understand the terrain and the "order of battle". This book contributes to that end.

Magazines & Newsletters

Jane's Information Group has published the first batch of *SENTINEL*, their country report series. Based in part on the USMC Intelligence Center model developed in conjunction with the Warfighting Center at Quantico (our customer's helped define the ultimate intelligence product, and it was unashamedly unclassified), this superb series limits itself to roughly 30 pages for major countries, 20 for medium-sized, and 10 for small-sized. It finally pulls together in one place the military, geographic, and civil factors that every warfighter wants handy. It includes directories, graphics, maps, and coordinates. I was also impressed, in reviewing their Somalia product, to find a map showing the nine cultural groups at war with one another there, and a rough order of battle for each clan. Although offered now only in hard-copy (with immediate update by fax when desired), this is certain to also be a CD-ROM product in demand by every battalion commander and every corporate

general manager in the world. Western Hemisphere, contact Sally Velthaus at voice (703) 683-3700, fax (703) 836-1593. Rest of World contact Sandra Dawes at voice +44 81 763-1030, fax +44 81 763-1006.

Internet WORLD is a commercial endeavor, not associated with The Internet Society (which produces its own journal, *Internet Society NEWS*, see *OSS NOTICES* 93-001, page 9). It is an excellent complement to the official journal, with useful editorials, reviews, and even useful advertising. The Nov/Dec 1993 issue, for instance, carries an article on "U.S. Government Information Available Via the Internet". Published bi-monthly, \$59 per year for institutions, \$29 per year for individuals. Western Hemisphere orders should go to *Internet WORLD*, 11 Ferry Lane West, Westport, CT 06880; all other orders should go to Meckler Ltd., Artillery House, Artillery Row, London SW1P 1RT, United Kingdom.

UPSIDE describes itself as a provocative insightful magazine that delivers an unflinchingly honest perspective on the people and companies creating the digital revolution, and its readers as the technology elite--the impact players who build companies and products that are making the digital revolution. Published monthly, it costs \$29.95 per year. For subscription orders call (619) 745-2809.

Science Watch: Tracking Trends and Performance in Basic Research is published by the Institute for Scientific Information, at a cost of \$325 for ten issues. A related product, **National Science Indicators on Diskette, 1981-1992**, tracks total numbers of papers in all fields of science, citations, and other statistics including world and country baselines. This is being sold at a 50% discount of \$3,000. To order either, call Dr. Elizabeth Aversa at (410) 997-3745 or fax (410) 740-2335.

Databases

For those interested in economic intelligence, note that DIALOG file 139 is **The Economic Literature Index**, and that this index is also available as a CD-ROM product. Published by the American Economic Association, this is a world-wide index, not just a U.S. index. Price is around \$1,600. For details on the CD-ROM, write SilverPlatter Information Services, Inc., 100 River Ridge Drive, Norwood, MA 02062-5026, or fax (617-769-8763. (U.S. voice is 800-343-0064).

The U.S. National Telephone Directory on CD-ROM with 70 million residential listings, and 7 million business listings. Includes 2000 SIC codes as well as Zip Code search delimiters. For those of you into telephone intercepts that produce U.S. telephone numbers, the "reverse search" feature is awesome. For more innocuous requirements, it will produce mailing labels. Hopefully we'll see an international version of this product soon. Cost is only \$149. To order fax (617) 631-9299 or write to Pro CD Inc., 8 Doaks Lane, Little Harbor, Marblehead, MA 01945. Add \$9 for shipping & handling.

SERVICES

Electronic Access

In keeping with our increased focus on geographic information systems (GIS), I recently reviewed capabilities literature from the **Earth Observation Satellite Company (EOSAT)**. Charged by the **Department of Commerce** with developing a commercial market for Landsat data, they appear to be doing very well--they also point out that SPOT imagery is five times more expensive in comparison. Interested parties should write to EOSAT, 4300 Forbes Boulevard, Lanham, MD 20706, voice (301) 552-0537, fax (301) 552-0507, TELEX 277685 LSAT UR.

In New York, the "electronic salon" of choice is ECHO. Uniquely New Yorkish, this is the East Coast equivalent of The WELL (Whole Earth 'Lectronic Link) which *TIME* has described as the Park Avenue of cyberspace. ECHO is, perhaps, the electronic version of The Village. It has 1,500 users, 30 telephone lines, and is thriving. Among its most interesting conferences: Welcome to New York (electronic yellow pages and reviews); Movies & TV evaluations; Culture; and Psychology. Call (212) 255-3839 for password, modem to (212) 989-8411 to register online, or telnet to <echonyc.com>.

Bookstacks Unlimited, Inc. is online and reachable through the INTERNET at *telnet books.com* or through modem connection to (216) 861-0469 (8/N/1). They currently carry over 250,000 titles, each of which can be searched for by subject, author, title, keyword, or ISBN.

As recommended in the *Internet WORLD*, the **net-happenings mailing list**, maintained by Gleason Sackman. Described as "possibly the best single

source of information on new Internet services, including those provided by government agencies". To subscribe, send an email message to <listserv@internic.net>. Leave the subject line blank and write as a message SUB net-happenings Your Name.

The ultimate in "real time" alert services may be that offered by **Intelligent Information Incorporated**. Using wireless pages with four lines of information linked to the Dow Jones database, they can provide headline, stock, and weather alerts against a specified profile. For information write to them at 1315 Washington Blvd, Stamford, CT 06902, voice (800) 633-8273, fax (800) 554-9157. Sorry, these number work in U.S. only.

Clipping & Information Bureaus

Numerous services have been springing up inside the former Soviet Union to market open source information. One such service is the **Centre for Information Research, Moscow, Russia**. They describe themselves as a private Moscow-based research firm specializing in importing a wide variety of international information for clients from the former Soviet Union, and exporting a wide variety of information from the former Soviet Union. They claim to have exclusive access to local information resources, and access to large news databases updated hourly and daily. They support litigation and partnership/investment research, and publish monthly and bi-monthly reports on the political and economic situation in all the Russian regions, with emphasis on investment risks and opportunities. For additional information contact Kirill Tchaschchin or Valery Bardin at +7 095 195-4573 (Russia), email fox@relteam.msk.su or kir@dream.demos.su; in the United States contact Steve Usdin, Global Press, Suite 630, National Press Building, Washington, D.C. 20045, voice: (202) 662-7431, fax (202) 662-7433, email susdin@mcimail.com.

As promised in the September 93 issue of **OSS NOTICES**, we have started looking at the 45 individuals firms in the Washington Metropolitan area that are listed in the 1993 edition of **The Burwell Directory of Information Brokers**. The companies/individuals we contacted tended to be not only very friendly and easy to talk with, but helpful and informed as well. Listed below are a few with capabilities relevant to national security and national competitiveness.

Prentice Hall Legal & Financial Services provides public record information

management services to legal, corporate, financial, government, and investigative markets. This services combines four companies - Infosearch Services, Prentice Hall Corporate Services, Prentice Hall OnLine, and Charles E. Simon & Company. PHL&FS manages the process of searching, preparing, filing, retrieving, and researching public records. Services are tailored to meet the requirements of clients worldwide.

Prentice Hall OnLine is a comprehensive public record service designed for legal and financial professionals. The system provides corporate, bankruptcy, Uniform Commercial Code, tax lien, judgment and other local public record information. The Prentice Hall Information Link provides access to more than 850 databases covering current news and information on "almost any subject". If you want OnLine information without using your own computer, call them, they'll do the search while you're on the line. Document retrieval and delivery are also available. They have offices in over 30 US cities and do business in 169 countries worldwide.

A sample pricing from their Securities & Exchange Commission Services price schedule indicates research (billed in 1/4 hour increments) is \$75 per hour. For a comprehensive package get in touch with these folks at, voice: 1-800-333-0431, facsimile 202-408-3142, or write them at 1090 Vermont Ave., NW, Ste. 430, Washington, DC 20005, USA.

Washington Researchers, Ltd. provides books and periodicals to find current information on companies, of any size, public or private. They also provide books and seminars focused on how to find this information. I've never attended one of their seminars, but I have visited their office and use some of their publications. I found the people to be extremely friendly and helpful and the publications to be clear and comprehensive.

Washington Researchers also performs customized studies and research. All work becomes the clients property and the client is provided with detailed source information which helps you make judgments and perform follow-up research in-house. Both large and small projects are handled. For a free, no obligation consultation call 202-333-3499, or write them at 2612 P Street, NW, Washington, DC 20007-3062, USA.

International Access Corporation is a business intelligence company offering research and support service for projects, proposals and other business ventures; as well as research on products, technologies, markets, industries and issues. IAC

provides services to clients in Japan and the U.S. They utilize government agencies, universities, associations, database and telephone interviews. They provided a 2-year list of projects with their promotional material; topics ranging from *Possible Joint-Venture Between a Japanese Supplier and a U.S. Manufacturer* to locating a technical manual for a Japanese energy related consulting company. Ms. Elizabeth McCarthy is the General Manager, and she can be reached at voice: 202-23-7040, facsimile: 202-296-5373, on in writing at 1901 Pennsylvania Avenue, NW, Ste 300, Washington, DC 20006, USA.

OPPORTUNITIES

Journalists

OSS '93 benefitted from the presence or interest of over fifty journalists, including representatives from the *Wall Street Journal*, the *New York Times*, *The Observer* (London), and *The Washington Post*. We also had a number of representatives from foreign print and television, and from the industry press (e.g. *Defense News*, *Communications Industry Report*, and *Information Today*). Any member of the OSS Network desiring a list of media personalities interested in open source intelligence issues, with voice and fax numbers, just ask..

Transitions

Randall Fort, former Deputy Assistant Secretary of State for Functional Analysis and Research (INR) has joined TRW/ESL as Director of Special Projects, 1001 19th Street North, Arlington, VA 22209, voice: (703) 276-5181, fax (703) 276-5029. Randy is going to be combining his experience as a manager of analysts responsive to fast-breaking policy maker requirements, with TRW/ESL's special capabilities in multi-media data collection, processing, and dissemination. While focusing on the needs of the U.S. government, he welcomes inquiries from the international private sector and foreign intelligence communities.

Henry Dodds, Founding Editor of *Jane's Intelligence Review* and a very early supporter of OSS Inc. the symposium, has returned to the United Kingdom after a fifteen month tour of nine of the Asia Pacific Economic Cooperation countries. Travelling though China by bicycle he saw first-hand the marked contrast in wealth between Special Economic Zones and the much poorer rural areas. While visiting Zian he became possibly the first Westerner to observe China's latest combat aircraft, the H-7, on flight trials above the famous Terracotta Army. He is now working on

"the book of the trip" and can be contacted through Compuserv at 100015,2016 or by mail to Henry Dodds, 52 Riefield Road, Eltham, London SE9 2QB, England. Voice is +44 81 859 3383. (Note: For those unfamiliar with the abysmal Compuserv userid system, that is a comma in Henry's number, not a period.)

LtCol Don Call, USMC, is retiring soon, leaving his very important position as director of all research & development for intelligence processing at the Marine Corps Systems Command. He is fully qualified as an Acquisition Manager, Joint Service Office, and Foreign Area Officer (Latin America). When he retires in March 1994 he will bring with him to the private sector over twenty-two years of experience and leadership in Systems Acquisition, Joint Operation, and Intelligence Planning & Operations. Most recently he supervised the research, development, and fielding of the most important intelligence systems in the Marine Corps, including IAS, JSIPS, and TERPES. He has carried out intelligence collection management and analysis at the tactical, theater, and national levels, and is very interested in making a career transition to a private sector challenge in the Washington area. Don can be reached at voice (703) 640-2284, fax (703) 640-2929 until March, and through me thereafter.

Mr. Richard Francis Forno, a talented individual with demonstrated leadership skills, is completing his second undergraduate degree in June 1994, and is available in the interim as an intern or part-time specialist. Mr. Forno was a member of the NMIA Registration Team which supported OSS '93, and distinguished himself with his energy, tact, and attention to detail. His degree from American University is in International Relations and Security Policy, while his degree from the Valley Forge Military College is in Management with a concentration in Military History. He has a proven record as a hard-working leader of cadets who has also made a strong showing in reserve activities including the Civil Air Patrol and the Army Reserve Officer Training Course where he is a visiting instructor in the Adventure-Based Leadership Experience program. Call him at (202) 885-2269 or email to [<rfl750@american.edu>](mailto:rfl750@american.edu).

Referrals

If you are interested in determining what the emerging market might be in home office information use and demand, consider investing in the forthcoming ***The American Information User Survey: Consumer and Home Office Information Use and Demand***. This is a multi-client effort sponsored by Find/SVP and Thomas E. Miller Associates. Those who sign up as sponsors of the study (\$14,500) will have the opportunity to shape the survey so as to ensure their interests are covered. Others

will be able to buy the survey results (probably for around \$1,500). For more information, call Thomas E. Miller, Project Director, at (212) 645-4500, extension 755.

Yes, Virginia, there is an intelligence community in Japan. One public element is the **Tokyo Intelligence & Research College** in Japan, whose Director Kosei Tashiro is also Chairman of the Tokyo Investigation Service Association. John Quinn, leader of one of the OSS '93 interest groups, recommends this capability highly. Mr. Tashiro can be reached by writing him at the Collins Building, 3-1-22 Nishiochiai, Shinjuku-ku, Tokyo, Japan 161, voice +(81) 3-5982-3261, fax +(81) 3-5982-3439.

If you would like to rent your own spy satellite, but are willing to settle for an air-breathing surveillance aircraft, then the Aerobureau Corporation, with its "Strategic Television Airmobile Reports via Satellite" (STARS) is for you. Their four engine aircraft provides everything a forward-deployed collection team might want, including a remote-controlled drone that can take videos over denied or dangerous areas. Communicate with them at Suite 115, 1350 Beverly Road, McLean, VA 22101, voice (703) SKY-NEWS.

In the high-tech arena, one of my acquaintances from Hackers 9.0, Marc Le Brun, is putting together a network of high performers in **emerging technologies**. They are taking the same approach to technology that I am to intelligence, and creating a virtual corporation that can assemble on demand any number of diverse talents--in their case they are able to access talent in production, function, and demand while focusing on adding value, not overhead. If you are interested in exploring the depth and range of this group, call Marc at (415) 721-4242 or send email to <mlb@well.sf.ca.us>.

Competitor intelligence reaches Kansas! In a brave new adventure which I commend to everyone's attention, the University of Kansas, the Department of Energy's Kansas City Plant, The Futures Group, and the American Business Women's Association have joined together to propose a **Competitiveness Enhancing Management Tools Access Program (CEMTAP)** as one of the President's Technology Reinvestment Programs (TRP) managed by the Advanced Research Projects Agency (ARPA). CEMTAP is exactly in harmony with the new direction for OSS Inc. and OSS '94, to transplant the sophisticated tools and methods of the industrial intelligence community into small and medium sized businesses desiring to export and compete on the international market. While their capabilities description

will sound familiar to many of us, I consider CEMTAP significant because it is reaching out to Middle America and smaller companies that have not been competing internationally, and because it links DOE, a university, and a proven consulting agency in an ambitious open source intelligence endeavor. CEMTAP proposes to help client companies:

- 1) identify scientific & technical innovations which can be turned into successful local products without excessive research & development expenditures;
- 2) understand foreign consumers' wants and needs, defining the overseas market for existing local products;
- 3) see what and how competing foreign companies plan in order to dominate specific US and foreign markets (so that countermeasures can be taken, or so costly resources can be applied to more promising projects);
- 4) understand the current and probable future directions of companies, economies, and governments that directly affect their business; and
- 5) identify and protect the information defining their own competitive advantage from foreign attacks and compromise.

For more information on CEMTAP, communicate with their Chief Technical Office, Mr. James Hendrix, at DOE Kansas City Plant, voice (816) 997-3483, or email to <72130,770@compuser.com>.

Below are the "Client" audiences that this symposium serves or could serve. Please rank them in the order in which you would like to see them represented on the podium and in the audience. (1 is Top, 10 means Don't Invite)

CATEGORY	# of Responses Marked	1	2	3	4	5	6	7	8	9	10
US Intelligence		87	14	6	5	10	2	3	0	2	8
Foreign Intelligence		30	33	11	4	13	7	2	3	6	12
US Intel Industrial Base		25	32	26	13	11	7	5	9	4	4
Foreign Intel Industrial Base		14	17	13	18	9	17	6	9	4	13
US Consumers of Intelligence		50	20	28	6	13	11	7	5	2	2
Foreign Consumers of Intelligence		14	13	16	12	11	13	18	15	7	8
US Producers of Unclassified Intel.		31	27	16	19	19	9	7	5	3	1
Foreign Producers of Unclassified Intel.		25	26	15	9	15	11	3	10	7	6
US Private Sector		17	16	18	13	16	8	12	5	12	7
Foreign Private Sector		7	11	12	15	14	3	9	13	4	22
Investigative Journalists		5	7	12	14	13	6	3	10	11	24
Private Investigators		3	8	4	7	15	7	5	6	8	37
Information Brokers		8	12	14	9	18	7	6	13	10	17
Librarians		8	13	13	6	15	7	10	7	7	16
Academics		9	12	13	5	17	5	4	15	4	15

Consolidation of the above matrix - sorted by composite rank:

CATEGORY	# Responses 1-5	# Responses 6-10	Total
US Intelligence	122	15	107
US Consumers of Intelligence	117	27	90
US Producers of Unclassified Intelligence	112	25	87
US Intelligence Industrial Base	107	29	78
Foreign Intelligence	91	30	61
US Private Sector	98	44	54
Foreign Producers of Unclassified Intelligence	90	37	53
Foreign Intelligence Industrial Base	73	49	24
Foreign Private Sector	59	51	8
Information Brokers	61	53	8
Foreign Consumers of Intelligence	66	61	5
Librarians	55	57	-2
Investigative Journalists	51	54	-3
Academics	56	43	-13
Private Investigators	37	63	-26

Other: Hackers

Legal people

Government policy and program managers

Corporate intelligence managers

Commercial publishers of books on information and sources

Chief executives

No politicians or propagandists

IC representatives are so guarded in speeches as to be of little or no value. Greatest value came from information providers/brokers.

5 Law enforcement agencies

Internet tool developers, standards developers, etc.

Entertainers e.g. Arthur Miller

Heard several people say we needed active searchers represented

Hobbyists

Kiplinger information and product

Technologists who provide tools to support the above users

Archivist of the United States Congressional Research Office

Comments: "All should be invited/represented, again, emphasis related to topic theme."
 "Get NSA or CIA to give a talk and force them to think about Open Source!"
 "All are valid. Spread participation among them."

As you reflect back over the three days of speakers, please list your top five speakers, with your most rewarding listed first:

The following speakers received the most recognition from the audience; this list is provided simply to establish highest-value topics and speakers. Several respondents commented that all the speakers were of value.

<u>SPEAKER</u>	<u>FINAL</u>
Toffler	100
Cerf	62
Kapor	55
Pedico	50
Kahle	47
Wallner	41
Miller	38
Treverton	37
Wood	36
Caldwell	36
Pale	31
Steele	30
KGB	29
Hall	28
Baumann	21
Elias	21
McGill	19
Schmidt	17
Politi	17
Himelfarb	17
Etheredge	16
Katsen	16

Comments included:

"Toffler's - too broad - maybe we needed more time with them to get more to the specifics."

"Foreign speakers in general."

"Foreign accents are difficult late in the day."

"IC officials that didn't show up."

"I cannot honestly categorize any speaker in this symposium 'least useful' because even those whose subjects were of lesser interest for me were informative."

What frequency of publication would you prefer, and how many pages should *OSS Notices* be:

Bi-Monthly:	5 pages = 20	20 Pages = 21	30 pages = 10
	40 pages = 6	NO ANS = 118	

Several people noted they had not yet seen *OSS Notices*

Several people said the amount of pages is immaterial, base the length on good content.

Monthly:	5 pages = 14	10 pages = 23	5 pages = 16
	20 pages = 13	No Ans = 105	

Eleven people enjoy the present length.

One person suggested publishing quarterly with 20 pages.

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